



W-11

THE MODERN SALESMAN.

We Realizes the Necessity for Correct Dress In Business.

It has become the unwritten but none the less stringent law that young men shall dress well and neatly during business hours. In many of the largest banks and financial institutions none of the clerks is permitted to go costless, and in the mercantile establishments where salesmen are employed "loud" attire is actually discouraged. The old time salesman gloried in his flamboyant cravats and shirts, his diamonds and his peculiar clothes. His capital in trade consisted of a flashy appearance, vulgar stories, a constitution that would stand intoxicating liquor and an unlimited amount of cheek. He did not have to know anything about the goods he sold, except in a general way. He slapped men on the back, took them out to dinner, got drunk with them and then booked their orders. The modern salesman is a well educated, neatly dressed gentleman who knows all about the goods he sells. He is never called upon to drink, he never needs to dine out, he trades on honor and brains, and his customers are men who only admire men who know as much as or more than they do about their business. This is the most important part in the game of commerce, no less with the manufacturer, the mill man, the banker or the financial man. They all dress to impress their fellow men favorably.—C. M. Connolly in Success.

Get the Oysters.

A captain of a Massachusetts regiment, stationed in Washington at the time of the civil war, was noted for his love of good things to eat and one day dispatched one of his soldiers, a man named Bailey, to Alexandria to get some fresh oysters, giving him instructions not to return without them. The man started, and no more was seen of him for nine days. The Washington Times prints the story of his return:

After a lapse of nine days Bailey came into camp leading a train of four horse wagons, loaded with oysters. Approaching and respectfully saluting the amazed captain, Bailey said: "Here are your oysters, captain. Couldn't find any in Alexandria, so I chartered a schooner and made a voyage to Fortress Monroe and Norfolk for them. There are about 200 bushels. Where do you want 'em?"

Bailey did really make the trip, hired his men and sold oysters enough in Georgetown before "reporting" to pay all expenses and leave him profit of about \$100. The 200 bushels were divided among the members of the regiment, and Bailey returned to his duty.

There is more Oatarrh in this section of the country than all other diseases put together, and until the last few years was supposed to be incurable. For a great many years doctors pronounced it a local disease and prescribed local remedies, and by constantly failing to cure with local treatment pronounced it incurable. Science has proven Oatarrh to be a constitutional disease and therefore requires constitutional treatment. Half's Oatarrh Cure, manufactured by F. J. Cheney & Co., Toledo, Ohio, is the only constitutional cure on the market. It is taken internally in doses from 10 drops to a teaspoonful. It acts directly on the blood and mucous surfaces of the system. They offer one hundred dollars for any case it fails to cure. Send for circulars and testimonials. Address,

F. J. CHENEY & CO., Toledo, O.
Gold by druggists, 75¢.
Half's Family Pills are the best.—Adt.

Carpet Cleaning.

Now is the time to clean carpets. If you want your carpets taken up, cleaned and laid, send word to Mr. Douglass, No. 9 Park street, Montclair. Mr. Douglass has had years of experience in carpet cleaning, and has a large patronage in this town, Glen Ridge and Montclair. Those intending to move can have their carpets taken up, cleaned and laid on short notice. The work will be well and promptly done.—Adt.

For Over Sixty Years.

Mrs. Winslow's Soothing Syrup has been used for over sixty years by millions of mothers for their children while teething, with perfect success. It soothes the child, softens the gums, relieves all pain, eases wind colic, and is the best remedy for Diarrhoea. It will relieve the poor little sufferer immediately. Sold by all Druggists in every part of the world, 25¢ a bottle. Be sure and ask for Mrs. Winslow's Soothing Syrup, and take no other kind.—Adt.

Summer Vacations.

Where to spend the Summer Vacation may be easily solved by consulting a Lakewanna Ticket Agent. Among the cheap excursions are the following:

Chautauqua, return, July 3d, 24th, for \$1.00; Niagara Falls, and return, July 3d, for \$0.90; Detroit, Mich., and return, July 14th, and 15th, for \$13.50; San Francisco, and return, July 31st, to August 13th, for \$67.00.

Besides the above there are cheap Summer Tours to Salt Lake City, Ogden, Yellowstone Park, Niagara Falls, Toronto, Thousand Islands, Montreal, Quebec, and all the principal Summer Resorts. For full information call on local ticket agent or address Guy Adams, D. P. A., No. 749 Broad Street, Newark, N. J.—Adt.

Violin and Piano Instruction at pupils home or teacher's residence. For terms address William J. Maher, No. 385 Bloomfield Avenue, Bloomfield, N. J.—Adt.



Chancery A-150.

SHERIFF'S SALE—In Chancery of New Jersey, Between George E. Jacobus, complainant, and Reuben N. Dodd and others, debt dants for a tract of land in Orange, N. J., to be sold at public auction on June 29, 1903.

By virtue of the above writ of fieri facias, to me directed, I shall expose for sale by public vendue, at the court house in Newark, on Wednesday, June 29, 1903, at 10 a.m., all that tract or parcel of land and premises situate, lying and being in the town of Bloomfield, Essex County, New Jersey.

Beginning in the centre line of Broad Street, at the southwest corner of land of S. J. Dodd; thence (1) along said land north seventy-two degrees and fifteen minutes east, one hundred and thirty-six feet, and seven inches to the easterly side of Ridgewood Avenue; thence (2) along said side of Ridgewood Avenue south twenty-four degrees and forty-five minutes west, one hundred and thirty-seven feet and five inches to land of John H. Lockwood; thence (3) along said land south a forty-two degree and fifteen minute angle, one hundred and fifty-five feet, and one inch to the centre of Broad Street north thirty degrees and five minutes west, thence having turned and run in a westerly direction from the place of beginning, Newark, N. J., June 29, 1903.

WILLIAM C. NICOLL, Sheriff.
Lindsay & MacLean, Solrs.
(\$10.00)

Have You a Bank Account?

If not, consider the importance of starting one at once. Begin now. Open an account in the savings department of the

Fidelity Trust Company.

With a deposit of \$2.00 you can secure Bank Book in your name. Interest allowed on amounts of \$5.00 and upward at the rate of 3 per cent per annum.

Money deposited on or before the third day of the month will draw interest from the first.

The Depositor is secured

Against Loss by a Capital, Surplus and Profits of Over \$900,000.00.

FIDELITY TRUST CO.

Prudential Building,
NEWARK, N. J.

Miss Cornelia D. Milner,
INSTRUCTOR
IN MUSIC ::

Dealer in Pianos and Organs.

Resident Agent for the Oldest Piano Houses in New York City.

259 Walnut St., Bloomfield, N. J.

Power Stored in Watch Springs.
Many watches make five beats per second, 300 each minute, 18,000 every hour or 432,000 per day. Thus it will be seen that half a dozen turns of the key once a day, taking up but a few seconds of time, store up a modicum of power in the spring which is cut up into 1,000,000 beats. If we multiply the daily beats by 365½, the number of days in a year, we find that the watch ticks 157,788,000 times while the earth is making one annual trip around the sun.

Beating On a Dog.

If a dog springs for a man, the latter should guard his face with his arm and try to meet the animal with his forearm. With the right hand he should attempt to catch one of the animal's front paws. The paw of a bulldog is ultra sensitive. If it can be caught a vigorous squeeze will make the animal howl for mercy and retire dismally.

Flattered.

"Young man," said her father kindly, "you look a little bit nervous. How do you feel?"

"I've flattered," replied the girl's lover, who had asked for the interview.

"I was afraid I looked scared to death."

—Exchange.

In the Kindergarten.

Teacher—What comes after "t," Ruth?

Ruth—The fellow what's going to marry my sister Jane.—Puck.

Men must help one another, or you may rest certain they will hurt one another.—Schoolmaster.

Go to Electric Park for a Pleasant Trip.

If you wish to spend an enjoyable afternoon or evening amid pleasant surroundings there is no better spot in this vicinity than New Electric Park, the new, high-class Summer resort, situated on South Orange Avenue, Newark.

The management makes a big bid for public favor by presenting an excellent vaness show of talented artists, with a weekly change of bill, a German village, a \$20,000 carnival, a Gypsy camp, with real Gypsies; the wonderful spectacular electric fountain; a counterpart of the one which created a sensation at the recent Pan-American Exposition, and other interesting features.

One of the biggest attractions at the Park is the dancing hall presided over by Fay, the celebrated Dance King. He and his big band perform every afternoon and evening.

Electric Park can be easily reached from here, and in addition to the pleasure of the ride you are certain to be well satisfied with your trip to Newark's new Summer resort.

Brutally Tortured.

A case came to light that for persistent and unmerciful torturing has perhaps never been equalled. Joe Golobek of Coopers, Cliff, writes: "For fifteen years I endured insufferable pain from Rheumatism and nothing relieved me though I tried everything known. I came across Electric Bitters and it's the greatest medicine on earth for that trouble. A few bottles of it completely relieved and cured me." Just as good for Liver and Kidney trouble and general debility. Only 50¢. Satisfaction guaranteed by all druggists.—Adt.

Musical Instruction.

Mrs. Bennett-François. For terms and other particulars call at or address Race Street, Bloomfield, N. J.—Adt.

Chancery A-150.

SHERIFF'S SALE—In Chancery of New Jersey, Between Mary S. Coe, complainant, and Annie M. Osborne, defendant. To be sold at public auction on June 29, 1903.

By virtue of the above writ of fieri facias, to me directed, I shall expose for sale by public vendue, at the court house in Newark, on Wednesday, June 29, 1903, at 10 a.m., all that tract or parcel of land and premises situate, lying and being in the town of Bloomfield, Essex County, New Jersey.

Beginning on the northeast corner of Orchard and Montgomery Streets; thence (1) running northerly along the easterly side of Orchard Street, and for a distance of fifty-three feet and six inches to land of one Forman, formerly of Same Benson; thence (2) along his line north eighty-eight degrees fifty-five minutes east, five feet, and four inches to the line of lot No. 5, on map of property of S. Benson, thence

north one degree and five minutes east one hundred and fifty-four feet, and one inch to the corner of the same, thence westerly along the north side of said street fifty-seven feet and four inches to the place of beginning. Being lot No. 4 on map of property of S. Benson.

Being sold, the premium is advised to said Annie M. Osborne by the last will and testament of her father, Elias S. Osborne.

Newark, N. J., June 29, 1903.

WILLIAM C. NICOLL, Sheriff.

HANLEY M. BARRETT, Sol'r.

(\$10.00)

Chancery A-150.

SHERIFF'S SALE—In Chancery of New Jersey.

Between George E. Jacobus, complainant,

and Reuben N. Dodd and others, debt dants

for a tract of land in Orange, N. J., to be sold at public auction on June 29, 1903.

By virtue of the above writ of fieri facias, to me directed, I shall expose for sale by public vendue, at the court house in Newark, on Wednesday, June 29, 1903, at 10 a.m., all that tract or

parcel of land and premises situate, lying and being in the town of Bloomfield, Essex County, New Jersey.

Beginning in the centre line of Broad Street, at the southwest corner of land of S. J. Dodd; thence (1) along said land north seventy-two degrees and fifteen minutes east, one hundred and thirty-six feet, and seven inches to the easterly side of Ridgewood Avenue; thence (2) along said side of Ridgewood Avenue south twenty-four degrees and forty-five minutes west, one hundred and thirty-seven feet and five inches to land of John H. Lockwood; thence (3) along said land south a forty-two degree and fifteen minute angle, one hundred and fifty-five feet, and one inch to the centre of Broad Street north thirty degrees and five minutes west, thence having turned and run in a westerly direction from the place of beginning, Newark, N. J., June 29, 1903.

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